

Message Text

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43

ACTION EB-07

INFO OCT-01 ARA-06 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOTE-00 INR-07 NSAE-00 FAA-00 SS-15 NSC-05 L-02 SSO-00

NSCE-00 INRE-00 /045 W

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FM AMEMBASSY LIMA

TO SECSTATE WASHDC IMMEDIATE 5292

LIMITED OFFICIAL USE LIMA 4305

E.O. 11652 N/A

TAGS: EAIR, PE

SUBJECT: CIVAIR DISPUTE WITH PERU

REF: STATE 121309

1. FOLLOWING A MORNING OF TENIS TODAY, (MAY 24) AT LAS PALMAS AIR FORCE BASE ON OUTSKIRTS OF LIMA WITH AIR MINISTER GILARDI AND OTHER FAP GENERALS, GILARDI AND I DISCUSSED BRANIFF AEROPERU PROBLEM OVER COKES. AFTER REVIEWING THE BIDDING RELATED TO RECENT NEGOTIATIONS I CONVINCED GILARDI THAT NEITHER BRANIFF NOR WE SAW ANY FUTURE IN FURTHER AIRLINE TALKS AND THAT THERE WOULD BE NO RESPONSE TO AEROPERU LETTER TABLED AT FINAL MEETING OF APRIL 28.

2. I THEN INFORMED GILARDI OF PRESIDENTIAL LETTER TO CAB OF MAY 23 AND (IN GENERAL TERMS) OF CONTENTS OF NOTE I WOULD DELIVER TO TO FONOF NEXT TUESDAY, MAY 27 SIMULTANEOUSLY WITH CAB NOTICE OF RESTRICTIONS TO BE PLACED ON AEROPERU'S OPERATIONS IN U.S. IN 30 DAYS. I EMPHASIZED OUR CONTINUING DESIRE TO FIND A NEGOTIATED SOLUTION AND TOLD GILARDI THAT OUR NOTE WOULD BE AN INVITATION TO THE GOP TO RENEW GOVERNMENT-TO-GOVERNMENT NEGOTIATIONS IN WASHINGTON AS SOON AS CONVENIENT.

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3. GILARDI SAID HIS GOVERNMENT ALSO DESIRED FIND NEGOTIATED

SOLUTION AND WOULD ACCEPT OUR INVITATION. HE ADDED THAT HE WAS CONFIDENT A SOLUTION WOULD BE FOUND NOW THAT THE MATTER WAS ABOUT TO BE RAISED FROM THE TECHNICAL TO THE POLITICAL LEVEL. WE DISCUSSED THE RELATIVELY SMALL MARGIN BETWEEN THE FINAL AIRLINE POSITIONS AT WHICH POINT, HOWEVER, I EMPHASIZED THE IMPORTANCE TO BRANIFF'S OPERATIONS OF A THREE-YEAR PERMIT (AS WE HAVE GIVEN AEROPERU) OF ITS TRADITIONAL SERVICE TO BRAZIL. I DESCRIBED TO GILARDI SOME OF THE PROBLEMS PERUVIAN AND FOREIGN BUSINESSMEN ARE NOW EXPERIENCING IN TRAVEL BETWEEN HERE AND BRAZIL UNDER CURRENT RESTRICTIONS. I POINTED TO THE POTENTIAL VALUE OF AEROPERU'S ROUTES TO LOS ANGELES, MIAMI, WASHINGTON AND HOPEFULLY NEW YORK WHICH, WHEN PROPERLY DEVELOPED, COULD MORE THAN BALANCE OUT THE VALUE OF BRANIFF'S FIFTH FREEDOM TRAFFIC TO BRAZIL AND ARGENTINA.

4. GILARDI SAID HE WAS NOT VERY HOPEFUL THAT AEROPERU WOULD EVER OPERATE IN THE BLACK. I SAID I SAW NO REASON WHY IT COULD NOT DO SO WITH CAREFUL MANAGEMENT OVER A PERIOD OF TIME AND I POINTED TO THE SUCCESS STORIES OF OTHER LATIN AMERICAN AIRLINES WHICH IN SEVERAL CASES THROUGH GOOD MANAGEMENT AND SERVICE HAVE COME TO EXCEED THE FREQUENCIES OF THE U.S. DESIGNATED CARRIER BETWEEN THEIR CAPITAL CITIES AND THE U.S.

5. COMMENT: MY RELATIONSHIP WITH GILARDI IS A VERY CORDIAL ONE. AT THE SAME TIME HE IS SAID TO BE THE KING-PIN BEHIND AEROPERU. THE EQUINIMITY WITH WHICH HE RECEIVED THE NEWS OF THE FORTHCOMING CAB ORDER, HIS WILLINGNESS TO MOVE TO GOVERNMENT-TO-GOVERNMENT NEGOTIATIONS, AND HIS OPTIMISM (ALMOST ASSURANCES) WITH REGARD TO THE CHANCES OF SUCCESSFUL NEGOTIATIONS IN WASHINGTON ARE POSITIVE SIGNALS, INDEED. ON THE OTHER HAND, IN THIS COUNTRY, WHO KNOWS.
DEAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: DISPUTES, AVIATION AGREEMENTS, AIR SCHEDULES, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 24 MAY 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975LIMA04305
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750183-0779
From: LIMA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750520/aaaaadr.tel
Line Count: 91
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 STATE 121309
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 11 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 SEP 2003 by CunninFX>; APPROVED <16 OCT 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CIVAIR DISPUTE WITH PERU
TAGS: EAIR, PE, US, BRANIFF, AEROPERU, CAB
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006